



INTERNATIONAL SOCIETY OF ANTIQUE SCALE COLLECTORS

Chairman's Newsletter

Number 19. July, 1983.

REPORT FROM SINDELFINGEN...

it being the site of our 1983 convention, and the site of a most enjoyable get-together for 68 members, spouses and guests from seven countries, in what may have been a record turnout. The weekend started on Friday evening, April 30, at the Crest Hotel, where many members dined with friends, old and new, and everyone congregated to talk scales and weights, display scales and weights, and show photos of scales and weights.

Saturday morning, after breakfast and more scale talk, everyone boarded a bus and headed for the Museum of Scales & Weights in Castle Zollern, Balingen, where the collection of Professor Wilhelm Kraut is on public display. The collection is presently under the curatorial management of the Bizerba Scales and Machine Works, and waiting to greet us were the owner of the company and several of his key people, all of whom served as tour escorts, complete with commentary, for small contingents of our group. Several fascinating hours of immersion in metrology were followed by a delicious lunch in a nearby Hofbrauhaus. Then it was back to our hotel for an afternoon of shop and swap, at which a number of members, dealers and collectors alike, displayed their wares and enjoyed brisk business. Late afternoon was devoted to several seminar sessions, at which Utz Schmidt discoursed on the subject of Egyptian and Roman scales (see

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enclosed EQM, P. 578), followed by Paul Riedinger on the equally engrossing subject of German money scales. As was expected, animated audience participation followed.

The good times continued Saturday evening with cocktails, a delicious buffet dinner, and yes, you guessed it, scale talk until well past midnight. Although Saturday officially concluded the convention, die-hards met and talked during and after breakfast on Sunday, apparently in the hope that the weekend might never end. Noon saw everyone bidding adieu and pledging to "keep in touch", thus ending ISASC's fifth international conclave.

Finally, and most importantly, a long, low bow to Utz Schmidt for his most capable convention planning which started in mid-1982, and for his unstinting contribution of time and energies to make the convention the success it was. In Utz's typically thorough and thoughtful way, he even issued a thank-you letter with photos and list of attendees to all who came to Sindelfingen, beyond which he singlehandedly recruited six new members from those who came as guests. Our collective thanks to Utz for functioning so superbly as convention chairman, and to his charming wife, Ingrid, for her assistance.

POST-CONVENTION BONUS.

A special treat was afforded the Crawforths and Steins, who were invited to Welzheim to spend Sunday evening following the convention at the Schmidt residence and view Utz's exceptionally fine collection. The Crawforths stayed on with the Schmidts for several days of scale studies and photo-taking (Michael's version of a collector's vacation) and the Steins returned to London for almost a week of scale hunting (Bob's version of a collector's vacation), during which time they consorted with long-time London friends Michael and Gwen Joyce, Arthur Middleton, and Margaret Snell.

SPEAKING OF CONVENTIONS...

your officers voted unanimously for Chicago in 1984 and Paris in 1985. Dates for 1984 are Friday, May 18, to Sunday, May 20, and

the co-hosts/co-chairmen are Messrs. Carley, Miller and Stein, all eagerly planning a gala time and all ready to polish up their collections for one and all to see. Details will follow in the next Newsletter, but given this advance notice, now's the time to mark your calendar and make your plans.

As for Paris in 1985, member Jeff Lenorovitz volunteered to serve as convention chairman, and what with the aid of his new (and lovely) wife, Danielle, and other French members, the Paris get-together promises to continue the trend of successful ISASC conventions.

NEW RECORDS TO REPORT.

First off, our membership count is now 265, with no end in sight (how far off can 300 be?). The first supplement to our 1983 directory is enclosed to give you an idea of where all the collectors are coming from. And a new record for buying everything ISASC has to offer was set by new member Brian Margetts of Richmond, B.C., Canada, who sent us the grand sum of \$387.50 for every back issue of EQM, every catalog, book and poster on our list, and several EQM binders. Running a close second was new member L.B. Harbour of San Marino, California, who sent us \$359.50, also for everything we offer.

NEW POLICIES AND PRACTICES.

At the convention in Sindelfingen, your officers Crawforth, Houben, and Stein managed to find time to conduct some ISASC business, the substance of which had already been considered by officers Carley and Miller. A digest of decisions reached and action to be taken follows:

1. Dues for 1984 are to be \$35 per annum for all members, regardless of where they live (thus altering the practice of a two-level dues structure).
2. As a much needed economy and starting with the next issue of EQM, quarterly mailings to overseas members will be sent

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via seamail. (This will change the time lapse for receipt of EQM only between this mailing and the next one, after which the interval will be constant and remain three months apart.)

3. For 1984 and beyond, Gerard Houben will become associate treasurer/Europe (hereafter, for brevity's sake, referred to as Euro-treasurer), and will assume responsibility for collecting dues and literature payments from members in the U.K. and on the continent.

Gerard will establish one or more special bank accounts and recruit a member in each of several countries to handle funds in those countries. The end result, as we envisage it, will be to spare European members the cost of converting their currency to U.S. dollars, spare ISASC the cost of paying bank conversion charges, and spare Bob Miller the inordinate amount of time it now takes him to sort out and settle payments in foreign coin.

4. Henceforth, before offering catalog and book reprints to members without regard to forthcoming purchase levels, we will survey the membership, describe the offering, state the price, and require those members interested in buying to so advise us on a reply card provided for that purpose. Then, and only if the estimate of potential sales is sufficient to pay printing costs and return a small profit, will we proceed with the offering. Moreover, to take care of new members' needs and yet avoid an unduly large inventory, we will print only a nominal over-run and close out the offering when the last copy is sold. Our first offering based on this new practice is described further on.

CORRECTION AND RETRACTION TIME.

First off, in the last Chairman's Newsletter, we blithely gave credit to Michael Crawforth for the monumental task of compiling the upcoming EQM index (93 hand-printed pages!) covering the first 19

issues, only to learn at Sindelfingen to our deep embarrassment that the job was done by -- and the credit belongs to -- Diana Crawford. Our abject apologies, Diana, and our profuse thanks for such an excellent job.

As for retractions, in our last Newsletter we told one and all that ISASC, in the person of Tod Carley, would prepare a master list of well-known paintings in which scales and/or weights were featured, determine which were available as prints, and provide that list, including sources and costs, to our members. We've since determined that this would be a most time-consuming project, the benefits of which probably would not be commensurate with the effort involved. So... we've decided against doing the project in its original form, although from time to time, as we learn of the availability of prints of such paintings, we will advise you what to do to acquire them directly.

THANK YOU, "GINNIE" LEE.

We were delighted to hear from one of our original members, Virginia Lee Jones of Clermont, Florida, who sent us a recent copy of Florida Market Bulletin containing an article on scale inspection in Florida. Ginnie also congratulated us on the new membership directory and enclosed \$25 for the "good of the cause" with her letter, for which we are most appreciative.

SPECIAL "TWO CATALOGS" OFFER.

And not just any catalogs, but Fairbanks catalogs, one of the great names in scales. Four years ago we reprinted a Fairbanks 1919 catalog, which has long since been sold out. Now Tod Carley has unearthed two Fairbanks catalogs and would like to combine them as one offering to our members.

One is a 1906 edition, 286 pages in length, with each scale illustrated and priced. One half is devoted to platform scales, the balance to counter, postal, "fine scales", and others, along with a section on weighmaster beams (steelyards).

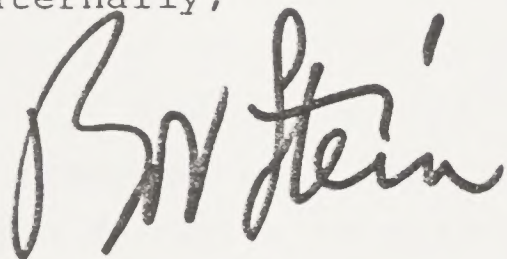
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The other is a rare 1859 (yes, 1859), catalog published by Fairbanks & Co., New York, a "branch manufactory". 46 pages in length, it illustrates (with prices) a wide variety of scales, including many imports.

Both catalogs would be combined in one volume to provide broad coverage of the Fairbanks 19th Century product line. The price would be \$32, postage included (overseas airmail, \$6.00 extra). If you are interested in buying a copy (and we can't think of a finer addition to a scales and weights library), please send us the enclosed reply card. And remember, only if we get a sufficient response to make the offer economically worthwhile will we proceed.

Until our next communication, au revoir.

Fraternally,

A handwritten signature in dark ink, appearing to read "B. W. Stein". The signature is written in a cursive, flowing style with a large initial "B" and a distinct "Stein" at the end.